

In The Matter Of:
Hodell-Natco Industries, Inc. v.
SAP America, INC., et al.

Jay Paul Sheldon
June 28, 2012

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Sheldon.txt
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IN THE UNITED STATES DISTRICT COURT
FOR THE EASTERN DISTRICT OF OHIO
EASTERN DIVISION

HODELL-NATCO INDUSTRIES, INC. :
vs. : NO. 1:08 CV 2755
SAP AMERICA, INC., et al. :

June 28, 2012

Oral deposition of JAY PAUL SHELDON,
taken pursuant to Notice, was held at Epicor, 19
West College Avenue, Yardley, Pennsylvania,
commencing at 8:30 a.m., on the above-date, before
DIANNE NAULTY, a Federally-Approved, Registered
Professional Reporter and Notary Public in and for
the Commonwealth of Pennsylvania.

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1 Lovelace come today. And we were going to ask him
2 a number of questions about the sales cycle and
3 things like that.

4 What I will do is ask you some of
5 the questions that I was hoping to ask him. And
6 if you just have no personal knowledge, just let
7 me know and we'll move onto the next question.
8 I'm just trying to save us a situation where we
9 have to bring him out here for a day or even take
10 his time on a video if we can get the information
11 from you. Then that might just be good enough.

12 Is that okay?

13 A. Okay.

14 Q. Do you have any idea when the
15 contract with Hodell was signed?

16 A. Not from memory, no.

17 Q. I think you had said earlier that
18 you thought the project had started -- when did
19 the project start?

20 A. If -- I do remember when they went
21 live, because my customer -- my customer -- my
22 wife bought a brand-new car that day when I was
23 out of town. That was March 30th of 2009. And if
24 memory serves, I think it was a year-long project.

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1 So I'm guessing it would have been March of 2008
2 or thereabouts. I would say the first quarter of
3 2008.

4 Q. Do you know how long it was
5 expected to run?

6 A. I do recall that there was some
7 language in the contract itself that specified
8 that April 1 was the target date.

9 Q. Of which year, sir?

10 A. Of 2009. And we can't practically
11 take a customer live in the middle of the week, so
12 that March 30th was a Monday. So it was actually
13 two days before that specified date.

14 Q. So it's your understanding that the
15 go live was on time?

16 A. Yes. Technically the go live was
17 two days early because the contract specified
18 April 1 and we hit March 30.

19 Q. It's my understanding that there
20 was a rather protracted sales cycle with this
21 account. Are you familiar with any of the RFP's
22 or RFI's or any of the web exercises that happened
23 before the contract was signed?

24 MR. FLOCOS: Objection.